

Sales Director

Work Care Clinic

July 2014 – Present (1 year 3 months) Greater Salt Lake City Area

Work Care - Your Partner in Creating a safe and Healthy Workplace

Since 1986 Work Care has been Utah's most trusted Occupational Health Provider. Our mission has always been to provide superior medical care, lowers employers worker compensation injuries costs and help all employees return to work as quickly as possible.

Summary

In 15 years in sales management, I have consistently ranked as the top salesperson in business-to-business and consultative sales roles. In addition, I am a talented sales coach and sales process manager who creates sales strategies that lead to major revenue growth.

Here are a few of my accomplishments:

~ Made major impacts to the bottom line in B2B sales in a variety of consumer goods and software segments by leveraging an innate ability to position myself as a trusted solution-provider and business partner to my customers.

~ Increased my students' sales an average of 250% over prior year by delivering one-on-one sales coaching and group workshops.

~ Identified and established rapport with key decision makers to position as trusted resource for my extensive network of C-level executives and trade associations across multiple industries.